

Job Vacancy

Realise the next step
of your career

Architectural Technical Manager

Position Type: Full time, permanent
Location: South West



Introduction

Your privacy

Bauder treats personal data collected while managing your job application in accordance with our Data Protection Policy. Information about how your data is used and the basis for processing your data is provided in our Job Applicant Privacy Notice, this is published to our website within the [Careers Section](#) or available upon request from the [HR Department](#).

About us

Bauder is a leading international manufacturer of building construction materials for flat roofs. We provide our clients with a complete technical roofing solution from inception to completion, to meet their every requirement. Our service is centred upon our dedication to provide a waterproofing system that understands the individual needs of the client and the project.

Our flat roof systems are designed to provide a high quality, single source solution for every application and client need. Our portfolio embraces waterproofing systems, through to green roofs for supporting the local environment, to solar PV systems giving energy for sustainability, and blue roofs to attenuate stormwater and negate localised flooding.

Bauder is committed to delivering technologically advanced roofing products, which meet the diverse needs of the roofing industry in terms of budget, performance and function. The Bauder name is synonymous for quality, design and service.

Our people focused culture originates from a strong family ethos and the belief that our success is determined through our people, who are at the very heart of what we do.

Fit to team and skillset drives our success

We place great attention to detail on recruiting the right person, team fit is as important to us as skillset and people join us for a career and not just a job. We have fun whilst we work and reward, recognise and develop the capabilities of our people. The commitment from all our people undoubtedly drives the high levels of business performance and success enjoyed today.

'you work with friends not colleagues' (Area Technical Sales Manager)

'the Company really looks after you as a person' (Technical Administrator)

'there is a strong commitment to employees and sense of trust and fairness' (Manager)

Would you like to be part of an extremely successful, team spirited business, with a motivated people driven culture? A business which focuses upon building your career, supporting and encouraging your development and fostering autonomy, ownership and accountability. We offer a highly competitive remuneration package and lifecycle of benefits, designed to protect you and your family. Our accolades validate our employer credentials, we are the first in our sector to be awarded the prestigious Investors in People Platinum award and are proud to be one of the highest IIP accredited organisations in the UK.

Bauder is an Equal Opportunities employer

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We invest in people Platinum
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We invest in wellbeing Gold

Job Specification

July 2024-v4

Objective:

Originating from an architectural and proven specification sales background a technically biased candidate is sought to join our highly successful Technical Sales Team, reporting into the Regional Manager. Candidates should possess a team orientated, pro-active and motivated approach and enjoy autonomy to manage territory and achieve new build sales in-line with sales targets. The emphasis being upon building strong relationships, ensuring reciprocal business, thus expanding client base and increasing turnover to the region. The role has a new build focus and candidates must possess strong influencing and negotiating abilities not only through architects but via main contractors and approved roofing contractors.

Profile

- Professional, friendly and resourceful approach with outgoing personality and strength of character
- Ability to self-manage and self-motivate to drive results
- Proven track record in technically focussed specification sales, business development and account management within the building envelope
- Proven commercial awareness
- Management of customer relationships and strong networking abilities
- Strong interpersonal skills
- Excellent presentation and communication skills - written, verbal and listening.
- Outstanding interpersonal skills.
- Ability to communicate at all levels within an organisation, internally and externally.
- Proven negotiator
- Strong team player
- Positive, proactive mindset
- Approachable, engaging and outgoing personality
- Ability to work in a fast-paced environment with cross-functional teams.
- Full clean UK driving licence.

Outline of Responsibilities/duties

- This project orientated role requires the candidate to be well versed in selling via the sales specification route
- Oversee project procurement from outset to conclusion with a strong tracking and project management emphasis
- Specification sales to specifiers whether architects, surveyors, local authorities, building owners or main and approved contractors

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General administration

- Production of specifications, inspection reports, surveys and guarantees - tracking and progressing accordingly
- Responding to administrative requests in a timely and efficient manner
- Utilising Company database to glean information
- Prepare and deliver CPD seminars / presentations
- Liaison with the Marketing Department / external telesales and internal teams
- Liaison with the Technical Department – Technicians and Administrators to resolve technical queries and progression of detail drawings.

This job specification is non-exhaustive and subject to change as the Company deems necessary.



Justin Mills, Regional Manager – South West and Southern Mid Wales

Bauder Ltd is Europe's leading manufacturer and the UK's No. 1 flat roofing product specifier. We are renowned for our industry-leading solutions, unwavering commitment to quality, and a customer-first approach. As a company, we take pride in offering expert advice and support, ensuring our clients receive the best products and services tailored to their specific needs. You will join a close-knit, collaborative team dedicated to delivering excellence in every project. The ideal candidate is a team player who thrives in a dynamic, fast-paced environment, brings a strong work ethic, and shares our passion for building lasting client relationships by consistently exceeding expectations.

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